

Practical Approaches to Drive Specialty Engagement

Stephen W. Nuckolls, MAC, CEO
Coastal Carolina Health Care, P.A.
Coastal Carolina Quality Care, Inc.

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Coastal Carolina Health Care, PA

60+
Providers
(60%
PCP)

- Internal Medicine
- Family Medicine
- Emergency Medicine
- Cardiology
- Hematology/Oncology
- Gastroenterology
- Neurology
- Pulmonary/CC
- Rheumatology
- Endocrinology
- Podiatry

16 Clinic Locations

- Urgent Care
- Imaging Center
- Sleep Lab
- GI ASC

Single Enterprise-wide EHR

More Concentrated/Rural Market

78% of PCP Patients in Total Coast of Care Contracts

CCHC Overview

- Medical Practice Owns Medicare ACO
- Started Medicare ACO - April 1, 2012
- MSSP - Enhanced Track
- >22,000 Attributed Beneficiaries Spread Across Medicare, BCBS of NC, Humana, and UHC Commercial
- Partnership with “Enablement Companies” to Increase Total Cost of Care Coverage.

Select MSSP Quality Measures

	2013			2020			2022		
	CCQC	ACO	%ile	CCQC	ACO	%ile	CCQC	ACO	%ile
	Score	Mean	Rank	Score	Mean	Rank	Score	Mean	Rank
Mammography Screening	91.22	62.05	100%	91.92	74.05	99%	94.36	78.07	99%
Colorectal Cancer Screening	88.94	59.30	100%	91.96	72.56	99%	93.63	75.32	100%
% of Pts W/DM & A1c >9	11.03	22.11	92%	5.07	13.99	100%	4.17	10.71	100%
Hypertension	69.22	67.79	55%	89.49	72.87	98%	88.25	76.16	96%
Source: CMS Public Use Files									

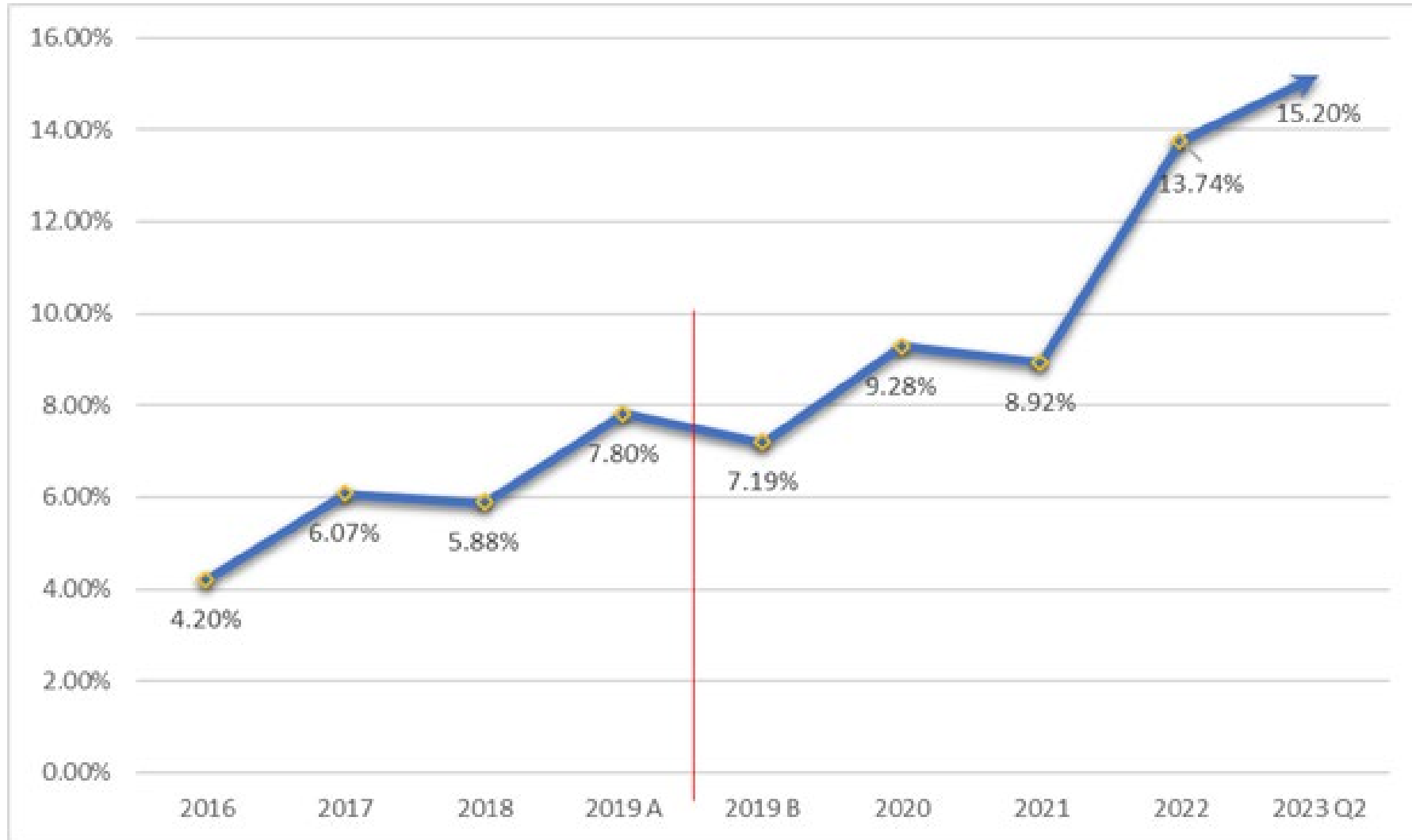


Select MSSP Utilization Rates

	Performance Year							Change ('11-'22)	
	2011	2013	2015	2017	2019	2021	2022	#	%
Hospitalizations	318	270	248	244	247	211	193	(125)	-39%
ED Visits	620	560	568	574	530	442	447	(173)	-28%
Notes:									
(1) Rates computed by CMS.									
(2) 2011 figures based on previous retrospective alignment model.									
(3) Per 1,000 Person Years.									
(4) 2020-2022 Rates Include COVID 19 Hospitalizations and ED Visits									



MSSP Savings Percentage by Year



Session Goals

- Learn how to Identify areas where Specialist Engagement can Benefit your Value Based Initiatives.
- Identify Key Planning Steps When Selecting Specialty Areas for Intervention.
- Review 4 Case Studies Demonstrating how this can be Accomplished.
 - Hospitalists
 - Retina Specialists
 - Cardiologists
 - Hematologists/Infusion Centers

Identify areas where Specialist Engagement can Benefit your Value Based Initiatives

(i.e. Know Your Costs and How they
Compare)

Standard MSSP EXPU Report

<u>Component Expenditures per Assigned Beneficiary</u>	ACO-Specific	All MSSP ACOs	Nat. Assig. FFS
Hospital Inpatient Facility, Total	2,447	3,483	3,895
Short-Term Stay Hospital	2,314	3,024	3,416
Long-Term Stay Hospital	0	60	94
Rehabilitation Hospital or Unit	128	258	309
Psychiatric Hospital or Unit	4	45	70
Skilled Nursing Facility or Unit	349	689	944
Outpatient Facility	2,114	2,662	2,903
Ambulance	71	113	142
Home Health Agency	258	449	549
Durable Medical Equipment	212	295	321
Hospice	248	300	394
Substance Abuse Treatment Services	201	201	277

Standard MSSP EXPU Report

<u>Component Expenditures per Assigned Beneficiary</u>	ACO-Specific	All MSSP ACOs	Nat. Assig. FFS
Part B Physician/Supplier (Carrier)	3,635	3,670	3,908
Evaluation and Management	1,065	1,125	1,225
Procedures	601	647	706
Therapy Services, Total	151	118	138
Other Treatment, Excluding Drugs	40	44	57
Imaging	318	237	277
Laboratory and Other Tests	354	288	320
Chemotherapy and Radiation Oncology	107	198	265
Injections/Infusions, Other Drug Treatments (Non-Cancer)	670	452	479

Other/Part B Drugs (From Claims Data)

BETOS		2017		2016	
Class	Category	CCHC	ACO #2	CCHC	ACO #2
Other/Part B Drugs		\$ 820.04	\$ 660.87	\$ 818.10	\$ 595.70
	Ambulance	\$ 69.19	\$ 91.71	\$ 70.13	\$ 79.18
	Chemotherapy	\$ 78.31	\$ 77.52	\$ 111.43	\$ 64.01
	Chiropractic	\$ 31.70	\$ 13.58	\$ 31.46	\$ 15.71
	Influenza Immunization	\$ 68.53	\$ 61.50	\$ 70.52	\$ 67.62
	Other Drugs	\$ 559.54	\$ 413.08	\$ 526.80	\$ 367.03
	J0178 Eylea	\$ 196.78	\$ 79.14	\$ 147.89	\$ 69.24
	J9035 Avastin	\$ 11.61	\$ 25.60	\$ 21.40	\$ 20.63
	J2778 Lucentis	\$ 8.90	\$ 5.48	\$ 4.74	\$ 6.39
	J0897 Prolia	\$ 73.46	\$ 38.40	\$ 65.04	\$ 27.98
	J1745 Remicade	\$ 32.34	\$ 20.71	\$ 23.62	\$ 29.34
	J2505 Neulasta	\$ 31.05	\$ 38.61	\$ 38.87	\$ 27.59
	J0885 Epo, non-esrd	\$ 10.12	\$ 1.78	\$ 14.22	\$ 3.76
	J0585 Botox	\$ 5.31	\$ 3.75	\$ 4.13	\$ 2.68
	J7323 Euflexxa	\$ 6.47	\$ 2.45	\$ 6.57	\$ 1.87

Key Planning Steps

- Identify Focus Areas (Clinical Variation?)
- Study Treatment Alternatives and Supporting Evidence
- Develop Quality Metrics
- Understand their Business Model and Motivations (WIIFM)
- Appeal to Physician's Better Intentions

Case Study # 1

Engaging Hospitalists



Rational

- 75% of Regional Variation in Spending is due to Post Acute Care Spending (SNF, HH, & Hospice)
- Readmission Rate Impacted by PAC Providers and Hospitalists (NSOC, LOS, Etc.)
- Other Considerations:
 - Medicare Excess Readmission Penalties for Hospitals
 - DRG Payment System Incentives

Financial Model - PAC Results (2019-2021)

PAC Prov.	# Adm.	Expected		Actual #	Excess/ (Reduc)	Avg. Paid	Cost/ (Savings)
		%	#				
HHA	1,159	13.92%	161	273	112	1,924	212,025
Hospice	1,159	6.97%	81	77	(4)	2,468	(13,374)
IRF	1,159	3.76%	44	51	7	17,995	139,612
LTACH	1,159	0.06%	1	3	2	34,303	78,671
SNF	1,159	17.87%	207	150	(57)	6,139	(327,581)
Total	1,159	8.52%	493	554	61	4,796	67,961

Financial Model-Readmissions Results (2019-2021)

MS/DRG	# Adm.	Expected		Actual		Excess/ (Reduc)	Avg. Paid	Cost/ (Savings)
		%	#	%	#			
01 Nervous System	99	10.58%	10.47	12.12%	12.00	1.53	12,281	18,738
04 Respiratory System	181	23.14%	41.88	16.57%	30.00	(11.88)	10,910	(129,584)
05 Circulatory System	240	19.12%	45.88	14.17%	34.00	(11.88)	13,463	(159,984)
06 Digestive System	147	13.16%	19.35	14.29%	21.00	1.65	11,223	18,571
07 Hepatobiliary System And Pancreas	35	17.50%	6.13	11.43%	4.00	(2.13)	11,434	(24,297)
08 Musculoskeletal Sys & Connective Tissue	101	23.33%	23.56	13.86%	14.00	(9.56)	14,797	(141,504)
09 Skin, Subcutaneous Tissue, And Breast	25	33.33%	8.33	4.00%	1.00	(7.33)	12,441	(91,227)
10 Metabolic Diseases/Disorders	53	28.89%	15.31	28.30%	15.00	(0.31)	12,477	(3,889)
11 Kidney And Urinary Tract	108	24.81%	26.79	26.85%	29.00	2.21	10,184	22,458
16 Blood/Blood Forming Organs/Immunity Dis	28	27.03%	7.57	17.86%	5.00	(2.57)	11,579	(29,741)
18 Infectious And Parasitic Diseases	91	23.91%	21.76	15.38%	14.00	(7.76)	15,072	(116,933)
21 Injury, Poisoning, And Toxic Effects	10	20.00%	2.00	10.00%	1.00	(1.00)	12,630	(12,630)
Grand Total	1,159	20.41%	236.53	15.79%	183.00	(53.53)	12,434	(715,174)

Case Study #2

Engaging Retina Specialists



Rational

- NEJM Catalyst Article, “If 75% of first-line prescriptions for retinal disease were for the low-cost [treatment] option, the government would save \$2.3 billion a year.”
- Large Percentage of ACO Patients Treated by one Provider.
- Meaningful Percentage of This Providers Patients were Assigned to ACO.
- Significant Change in Treatment Protocol Since New Physician Purchased Practice.

Financial Model

	Medicare	# of	Paid Per				
	Payments	Units	Unit				
Eylea	3,600,000	2,400	1,500.00	Final Budget Per Patient			11,021
Avastin	19,500	325	60.00	PY Cost Per Patient			3,700
Lucentis	455,000	350	1,300.00	Savings Per Patient			7,321
Total	4,074,500	3,075		# of Patients			425
Injections	247,500	2,750	90.00	Total Savings			3,111,468
Overall Total	4,322,000			MSSP Sharing Rate			73.50%
# of Pts. Treated	400			MSSP Savings			2,286,929
Cost Per Patient	10,805			50% Savings Due Clinic			1,143,464
Trend Adjustment	1.0200			Interim Payments			(250,000)
Final Budget Per Patient	11,021			Final Payment Due			893,464

Case Study #3

Engaging Cardiologists



Rational

- Our Internal Cardiology Department Performed Nuclear Medicine Exams at a Rate Higher than Peers.
- Evidence Based Literature Showed Intervals Could be Extended.
- When Including the Cost of Drugs the Incremental Cost of the Technical Component of the Exam was Equal to the Shared Savings.

Margins

FFS VS VBC

Fee For Service Gross Margin					Value Based Care Gross Margin				
Code		Allowable	Units	Total	80% of Total FFS Payment			285,298	
93015	Treadmill	67.88	400	27,152	Sharing Rate/Enhanced			75.0%	
A9500	Nuclear Agent	196.88	400	78,752	Sequestration			98.0%	
78452	Card. Spect Scan	451.83	400	180,732	Net Sharing Rate			73.5%	
J2785	Definity	233.29	300	69,987	Shared Savings Payment			209,694	
	Total Payments			356,623					
	Supply Costs (Definity & Nuclear Agent			(148,739)					
	FFS Gross Margin			207,884					

Financial Model

CPT	CPT Description	# Units		Change	\$ Per	Total
		2018	2022	18-'22	Study	
78452	Spect Cardiac Wall Mtn EJ	425	325	100	175	17,500
78472	MUGA Study; Resting	15	5	10	150	1,500
	Total	440	330	Bonus Due		19,000

Case Study #4

Engaging Hematologists/Infusion Department



Rational

- Local Blue Plan Implemented New Prior Authorization Process for Iron Deficient Anemia Treatments
- We Operate our Infusion Center
- Reviewed Protocol with our Hematologist
- Venofer's FDA Approval had Coverage Limitations
- Benefit to Adopting One Treatment Protocol

Financial Model

			Allow.		Total	
CPT	Name	Dose	Charge	Units	Allow Charge	Dosing Protocol
J1750	INFed	50 mg	15.767	20	315.34	1 Dose of 1,000 mg
J1756	Venofer	1 mg	0.224	1,000	224.00	3-5 Doses of 200-300 mg
J1439	Injectafer	1 mg	1.120	1,500	1,680.00	2 Doses of 750 mg

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The End